

# CONTRACT



**KSWB-TV**  
**7191 Engineer Rd**  
**San Diego, CA 92111**  
**(858) 492-9269**

And:

**Gilliard Blanning & Associates**  
**5701 Lonetree Blvd**  
**Suite 301**  
**Rocklin, CA 95765**

<u>Contract / Revision</u> 397459 /		<u>Alt Order #</u> 8418045
<u>Product</u> <b>ISSA-CONGRESS 10/31</b>		
<u>Contract Dates</u> <b>10/30/16 - 11/06/16</b>	<u>Estimate #</u> <b>C31N06</b>	
<u>Advertiser</u> <b>Issa D/R/Congress</b>		<u>Original Date / Revision</u> 10/17/16 / 10/31/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> <b>KSWB-TV</b>	<u>Account Executive</u> Robert Langer	<u>Sales Office</u> NSO Washington
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	5	10/31/16	11/04/16	M-F 1p-2p	1:00 PM-2:00 PM		:30				NM	6	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	MTWTF--				6	\$75.00	0.00			
D 2	5	10/31/16	11/04/16	M-F 10a-11a	10:00 AM-11:00 AM		:30				NM	0	\$0.00
N 3	5	10/31/16	11/04/16	M-F 10p-11p	10p-11p		:30				NM	5	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	MTWTF--				5	\$800.00	0.00			
D 4	5	10/31/16	11/04/16	M-F 11p-1130p LN	11p-1130p		:30				NM	0	\$0.00
N 5	5	10/31/16	11/04/16	M-F 1130p-12a	11:30 PM-12:00 AM		:30				NM	5	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	MTWTF--				5	\$300.00	0.00			
D 6	5	10/31/16	11/04/16	M-F 11a-12p	11:00 AM-12:00 PM		:30				NM	0	\$0.00
D 7	5	10/31/16	11/04/16	M-F 12p-1p	12:00 PM-1:00 PM		:30				NM	0	\$0.00
D 8	5	10/31/16	11/04/16	M-F 130a-230a	1:30 AM-2:30 AM		:30				NM	0	\$0.00
D 9	5	10/31/16	11/04/16	M-F 3p-4p	3:00 PM-4:00 PM		:30				NM	0	\$0.00
D 10	5	10/31/16	11/04/16	M-F 430a-5a	4:30 AM-4:59 AM		:30				NM	0	\$0.00
D 11	5	10/31/16	11/04/16	M-F 5a-6a	5:00 AM-6:00 AM		:30				NM	0	\$0.00
D 12	5	10/31/16	11/04/16	M-F 7a-8a	7:00 AM-8:00 AM		:30				NM	0	\$0.00
D 13	5	10/31/16	11/04/16	M-F 8a-9a	8:00 AM-9:00 AM		:30				NM	0	\$0.00
N 14	5	10/31/16	11/04/16	M-F 9a-10a	9:00 AM-10:00 AM		:30				NM	10	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	MTWTF--				10	\$200.00	0.00			
D 15	5	10/31/16	10/31/16	Monday Prime Hour 1	8p-9p		:30				NM	0	\$0.00
N 16	5	11/05/16	11/05/16	Sa 10p-11p	10:00 PM-11:00 PM		:30				NM	2	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----2-				2	\$300.00	0.00			
N 17	5	11/05/16	11/05/16	Sa 11p-12a	11:00 PM-12:00 AM		:30				NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----1-				1	\$40.00	0.00			
N 18	5	11/05/16	11/05/16	College Football Pre Gm	8:30 AM-5:00 PM		:30				NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----2-				2	\$250.00	0.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Contract Dates</u> 10/30/16 - 11/06/16	<u>Product</u> ISSA-CONGRESS 10/31	<u>Estimate #</u> C31N06
<u>Advertiser</u> Issa D/R/Congress		<u>Original Date / Revision</u> 10/17/16 / 10/31/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
N 19	5	11/06/16	11/06/16	Su 10p-11p	10:00 PM-11:00 PM		:30				NM	2	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----2				2	\$600.00	0.00			
N 20	5	11/06/16	11/06/16	Su 11p-12a	11:00 PM-12:00 AM		:30				NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----1				1	\$175.00	0.00			
D 21	5	11/06/16	11/06/16	Su 6p-630p	6:00 PM-6:30 PM		:30				NM	0	\$0.00
N 22	5	11/06/16	11/06/16	Su 630p-7p	6:30 PM-7:00 PM		:30				NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----2				2	\$175.00	0.00			
N 23	5	11/06/16	11/06/16	FOX News Sunday	8:00 AM-9:00 AM		:30				NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----2				2	\$200.00	0.00			
N 24	5	11/06/16	11/06/16	Sunday Prime Hour 3	9p-10p		:30				NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----1				1	\$1,000.00	0.00			
D 25	5	11/03/16	11/03/16	Thursday Prime Hour 1	8p-9p		:30				NM	0	\$0.00
N 26	5	11/03/16	11/03/16	Thursday Prime Hour 2	9:00 PM-10:00 PM		:30				NM	2	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	---2---				2	\$2,000.00	0.00			
N 27	5	11/01/16	11/06/16	MLB World Series Gm	4:30 PM-8:30 PM		:30				NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-T-----				1	\$3,000.00	0.00			
N 28	5	10/31/16	11/04/16	M-F 4p-5p	4:00 PM-5:00 PM		:30				NM	5	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	MTWTF--				3	\$100.00	0.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
		4	5	11/01/16-11/01/16	M-Su 4a-4a	4a-4a	-Tu-----	:30	\$0.00	0.00	NM		
		Ⓢ Bonus											
		5	5	11/01/16-11/01/16	M-Su 4a-4a	4a-4a	-Tu-----	:30	\$0.00	0.00	NM		
		Ⓢ Bonus											
D 29	5	10/31/16	11/04/16	M-F 5p-6p	5:00 PM-6:00 PM		:30				NM	0	\$0.00
D 30	5	10/31/16	11/04/16	M-F 6p-7p	6:00 PM-7:00 PM		:30				NM	0	\$0.00
N 31	5	11/05/16	11/06/16	Sa-Su 5p-6p	5:00 PM-6:00 PM		:30				NM	2	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----SS				2	\$225.00	0.00			
N 32	5	11/05/16	11/05/16	Sa Non-Net Prime Hour 2	9p-10p		:30				NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----3-				3	\$250.00	0.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
		1	5	10/31/16-11/06/16	Sa Non-Net Prime Hour 2	9p-10p	-----Sa--	:30	<del>\$250.00</del>	0.00	NM		
		Credited											
		2	5	10/31/16-11/06/16	Sa Non-Net Prime Hour 2	9p-10p	-----Sa--	:30	<del>\$250.00</del>	0.00	NM		
		See MG 32.4,32.5											
		3	5	10/31/16-11/06/16	Sa Non-Net Prime Hour 2	9p-10p	-----Sa--	:30	<del>\$250.00</del>	0.00	NM		
		See MG 32.4,32.5											
		4	5	10/31/16-11/06/16	Lethal Weapon (FOX)	9p-10p	-----Sa--	:30	\$250.00	0.00	NM		
		Ⓜ MG for 32.2,32.3											
		5	5	10/31/16-11/06/16	Lethal Weapon (FOX)	9p-10p	-----Sa--	:30	\$250.00	0.00	NM		
		Ⓜ MG for 32.2,32.3											

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*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 33	5	11/06/16	11/06/16	Su 10a-5p	10:00 AM-5:00 PM		:30				NM	4	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-----4				4	\$50.00	0.00			
N 34	5	11/02/16	11/02/16	Wednesday Prime Hour 1	8:00 PM-9:00 PM		:30				NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	--1----				1	\$1,500.00	0.00			
N 35	5	11/02/16	11/02/16	Wednesday Prime Hour 2	9:00 PM-10:00 PM		:30				NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	--1----				1	\$4,500.00	0.00			
N 36	5	10/31/16	11/06/16	M-F 5p-6p	5p-6p		:30				NM	4	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	MTWTF--				4	\$250.00	0.00			
N 37	5	10/31/16	11/06/16	M-F 6a-7a	6a-7a		:30				NM	4	\$1,300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	MTWTF--				4	\$325.00	0.00			
N 38	5	11/01/16	11/02/16	MLB World Series Gm	430-830p		:30				NM	4	\$12,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	-TW----				4	\$3,000.00	0.00			
<b>Totals</b>										0.00		69	\$40,965.00

Time Period	# of Spots	Gross Amount	Net Amount
10/31/16 - 11/06/16	69	\$40,965.00	\$34,820.25
<b>Totals</b>	69	\$40,965.00	\$34,820.25

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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